

**CONTRACT**

**WGNT**  
**720 Boush Street**  
**Norfolk, VA 23510**  
**(757)446-1000**

<u>Contract / Revision</u> 545798 /		<u>Alt Order #</u> 07874674
<u>Product</u> HIRSCHBIEL/C/D		
<u>Contract Dates</u> 10/09/12 - 10/15/12		<u>Estimate #</u> 106/113/1220
<u>Advertiser</u> Hirschbiel/D/State House		<u>Original Date / Revision</u> 10/05/12 / 10/05/12
<u>Billing Cycle</u> EDM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> WGNT	<u>Account Executive</u> Jamie Andrus	<u>Sales Office</u> Washington, D.C.
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>IDB#</u> 8020	<u>Advertiser Code</u> 106	<u>Product Code</u> 113
<u>Agency Ref</u>		<u>Advertiser Ref</u>

And:

**GMMB/Greer Margolis Mitchell & Burns**  
**1010 Wisconsin Avenue**  
**Suite 800**  
**Washington, DC 20007**

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
1	All	10/09/12	10/12/12	WGNT News	7-9a		:30			NM	3	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	-TWTF--				3	\$50.00			
2	All	10/09/12	10/12/12	9a-12p M-F	9a-12p		:30			NM	1	\$140.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	-TWTF--				1	\$140.00			
3	All	10/09/12	10/12/12	3p-4p M-F CW	3p-4p		:30			NM	2	\$280.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	-TWTF--				2	\$140.00			
4	All	10/09/12	10/12/12	4-5p M-F CW	4p-5p		:30			NM	1	\$115.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	-TWTF--				1	\$115.00			
5	All	10/09/12	10/12/12	5p-6p M-F	5p-6p		:30			NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	-TWTF--				1	\$175.00			
6	All	10/09/12	10/12/12	6p-7p M-F	6p-7p		:30			NM	1	\$210.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	-TWTF--				1	\$210.00			
7	All	10/14/12	10/14/12	7p-8p Sun	7p-8p		:30			NM	1	\$105.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	-----S				1	\$105.00			
8	All	10/13/12	10/13/12	8p-9p Set	8p-9p		:30			NM	1	\$115.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	-----S-				1	\$115.00			
9	All	10/13/12	10/13/12	10p-11p Set	10p-11p		:30			NM	1	\$95.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	-----S-				1	\$95.00			
10	All	10/14/12	10/14/12	9p-10p Sun	9p-10p		:30			NM	1	\$95.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	-----S				1	\$95.00			
11	All	10/14/12	10/14/12	11p-12a Sun	11p-12a		:30			NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	-----S				1	\$60.00			

(\* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Two week advance cancellation notice is required unless otherwise specified. LocalTV does not accept advertising contracts that impermissibly discriminate on the basis of race or ethnicity.

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<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
10/09/12 - 10/15/12	HIRSCHBIEL/C/D	106/113/1220

<u>Advertiser</u>	<u>Original Date / Revision</u>
Hirschbiel/D/State House	10/05/12 / 10/05/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
12	All	10/15/12	10/15/12	WGNT News	7-9a		:30			NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	M-----				1	\$50.00			
13	All	10/15/12	10/15/12	9a-12p M-F	9a-12p		:30			NM	1	\$140.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	M-----				1	\$140.00			
14	All	10/15/12	10/15/12	3p-4p M-F CW	3p-4p		:30			NM	1	\$140.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	M-----				1	\$140.00			
15	All	10/15/12	10/15/12	4-5p M-F CW	4p-5p		:30			NM	1	\$115.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	M-----				1	\$115.00			
16	All	10/15/12	10/15/12	5p-6p M-F	5p-6p		:30			NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	M-----				1	\$175.00			
17	All	10/15/12	10/15/12	6p-7p M-F	6p-7p		:30			NM	1	\$210.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	M-----				1	\$210.00			
18	WGNT	10/09/12	10/12/12	6a-7a M-F	6a-7a		:30			NM	1	\$35.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	-TWTF--				1	\$35.00			
<b>Totals</b>											<b>21</b>	<b>\$2,405.00</b>

Time Period	# of Spots	Gross Amount	Net Amount
10/01/12 - 10/15/12	21	\$2,405.00	\$2,044.25
<b>Totals</b>	<b>21</b>	<b>\$2,405.00</b>	<b>\$2,044.25</b>

**Signature: \_\_\_\_\_ Date: \_\_\_\_\_**

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